



Intelligent Synthesis Environment Industry/Academia Workshop

External Relationships

**Industry/Academia Workshop
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Contracting and Partnering

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- Contracting - Your organization works from an ISE generated statement of work to produce products or services for ISE
- Partnering: Partnerships (or Alliances) are established with agreed upon goals, approach, partnership organization and role of each partner



Contractual Mechanisms

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- NASA Research Announcements (NRAs)
 - typically used to procure innovative concepts
 - work area defined, but no specific statement of work is bid on
- Cooperative Agreements
 - Government contributes a specific item and other party contributes a specific item which is then integrated together by either party or a third party
- Indefinite Duration Indefinite Quantity (IDIQ) Contracts
 - Competitive bidding on sample statements of work
 - Typically multiple winners
 - Task assignment in nature
- Other Contracting Mechanisms
 - Small Business
 - 8-A Contracts
 - ...



Collaborative R&D Partnerships

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- Partners bring resources to the table
- Pre-competitive products are produced
- Partners are
 - User organizations
 - Provider organizations
 - Government organizations



Collaborative R&D is a Win-Win

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Value of collaborative R&D to technology user companies

- Major corporate risk to change technologies and processes
- Collaborative R&D reduces corporate risk by diffusing risk among consortium members
- Consortium members get cutting-edge technologies
- Competitive edge is how technologies are implemented at the company
- Vendors are put in place to care and feed for the technology thereby relieving companies of overhead burden



Collaborative R&D is a Win-Win, Continued

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Value of collaborative R&D to providers

- Develop marketable products with cutting-edge technologies
- Reduced development cost due to consortium leveraging and sharing
- Consortium creates market with technology users
- Products are developed which satisfy market desires
- Competitive edge is in packaging of technologies



Collaborative R&D is a Win-Win, Continued

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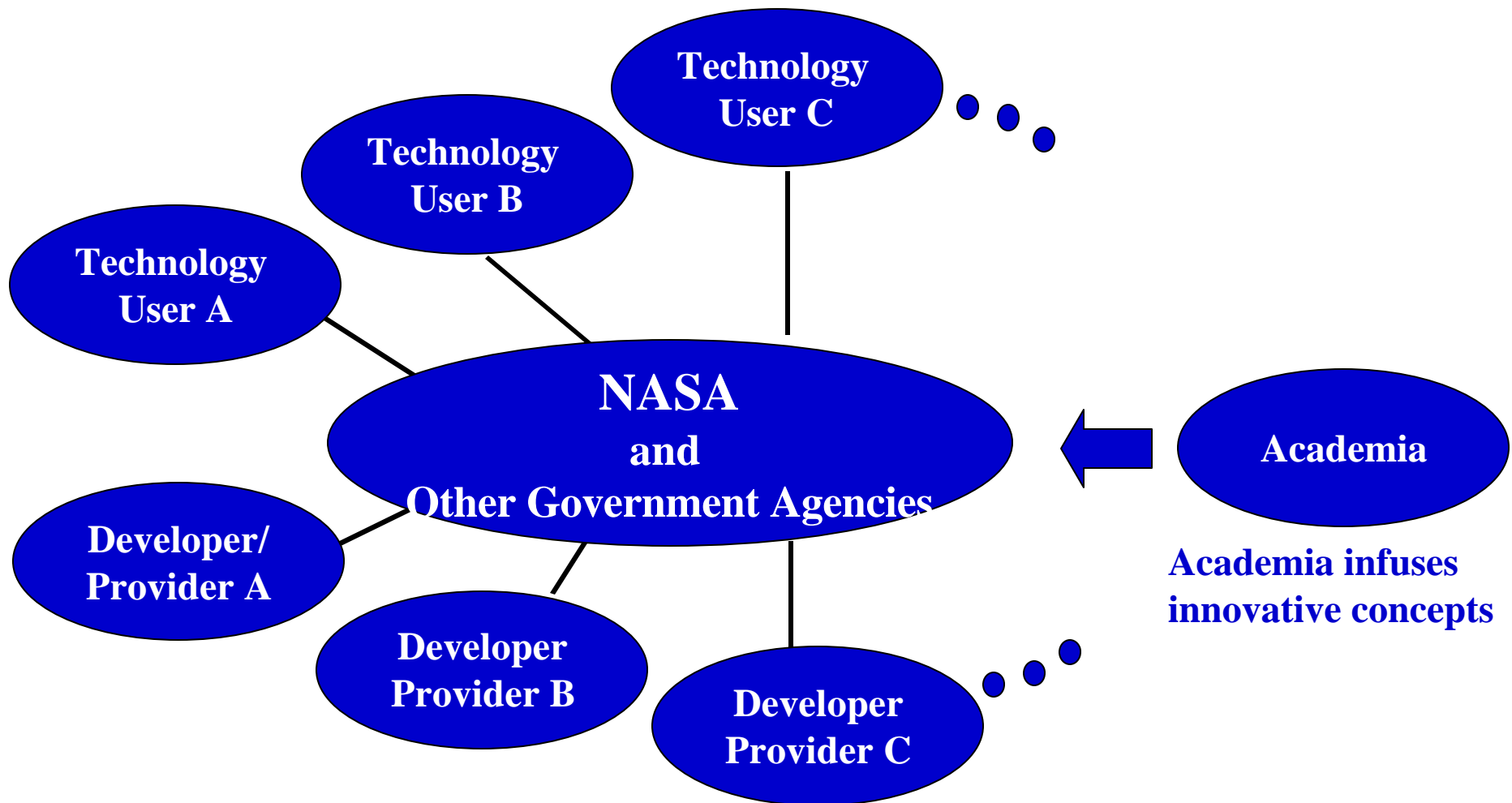
Value of Collaborative R&D to Government

- Pooling of resources reduces burden on taxpayers
- Pooling of creativity and innovative thinkers
- Creation of competitive market yields more cost effective technology
- Vendors provide care and feeding of software, thereby reducing overhead
- Expands the economy with potential of new businesses



ISE Will Structure Collaborative R & D Consortia

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*Please complete the handout forms. One form per organization.
Large companies can have one per major Division*

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Industry Alignment With ISE Initiative

Organization:	Strategic Alignment			Desired Working Relationship with NASA	
	Specific Alignments	Technology User	Technology Provider	Contractor	Partner
<u>Requirement 1</u>	Specific Interest a	H, M or L	H, M or L		
	Specific interest b	H, M or L	H, M or L		
	Specific Interest c	H, M or L	H, M or L		
<u>Requirement 2</u>		H, M or L	H, M or L		
		H, M or L	H, M or L		
		H, M or L	H, M or L		
<u>Requirement 3</u>		H, M or L	H, M or L		
		H, M or L	H, M or L		
		H, M or L	H, M or L		

**H=Highly Aligned
M=Moderately Aligned
L=Little Alignment**